

Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00
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L-03 NSC-05 PA-01 PRS-01 SP-02 SS-15 USIA-06
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R 050845Z AUG 77

FM USMISSION USBERLIN

TO AMEMBASSY BONN

SECSTATE WASHDC 5034

C O N F I D E N T I A L USBERLIN 2037

E.O.11652: GDS

TAGS: PGOV, EAIR, US, WB

SUBJECT: CIVAIR: CHANGES IN PAN AM MANAGEMENT IN BERLIN,
DILUTION OF PAN AM GLEET IN BERLIN

REF: (A) BONN 12610, (B) USBERLIN 1921

1. PAN AM BERLIN MANAGER GALLAGHER CALLED ON ME AUGUST 3 TO SAY THAT HE IS BEING TRANSFERRED TO COPENHAGEN IN THE NEAR FUTURE. HIS REPLACEMENT, NAMED JACOBY, IS TO COME FROM PAN AM'S NEW YORK HEADQUARTERS WHERE HE HAS BEEN MANAGING THE AIRLINE'S CABIN ATTENDANTS. GALLAGHER CLAIMS THAT JACOBY WAS APPOINTED WITHOUT KNOWLEDGE OF HIS TWO IMMEDIATE SUPERIORS (CENTRAL EUROPE MANAGER TONY BERNACCHIA AND EUROPE MANAGER ELSAESSER). HE WAS BORN IN GERMANY, STARTED OFF WITH PAN AM IN BERLIN, AND HIS EXPERIENCE IS SOLELY IN STEWARDESS/CABIN ATTENDANT MANAGEMENT. ANNOUNCEMENT RE CHANGEOVER IS TO BE MADE IN NEW YORK PRESS CONFERENCE AUGUST 11.

2. GALLAGHER SAID THAT IN COPENHAGEN HE WOULD BE SUPERVISING PAN AM'S NEWLY-EXPANDING OPERATIONS INTO SCANDINAVIA FROM LONDO, IN A JOINT VENTURE OPERATION WITH A NORWEGIAN BACKER. HE SAID PAN AM MANAGEMENT IN NEW YORK WAS ENTUSIASTIC OVER
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THE PROSPECT OF CAPTURING 40 PERCENT OF THE SCANDINAVIAN MARKET WHICH REPRESENTED AN ANNUAL REVENUE OF \$1/4 BILLION. IN THISCONNECTION, HE SAID THE STRAINS ON PAM AM'S IGS FLEET HAD NOW EASED SOMEWHAT. HE WAS GLAD TO SEE THAT NEW YORK HAD RECOGNIZED THE RECENTEXCESSIVE DEMANDS WHICH HAD BEEN PUT ON THE BERLIN FLEET. HE SAID, FOR EXAMPLE, THAT JUNE HAD BEEN THE WORST MONTH EVER IN TERMS OF PAN AM'S ABILITY

TO FURNISH FULL SERVICE ON THE IGS, THAT IN JUNE THERE WERE 41 INSTANCES WHERE EXTRA SECTIONS WERE SCHEDULED AND THEN CANCELLED OR ELSE NEVER SCHEDULED BECAUSE OF SHORTAGES OF AIRCRAFT. FORTUNATELY, THIS HAD NOT HIT THE PRESS IN BERLIN. NEW YORK WAS NOW PROVIDING 707 SERVICE BETWEEN LONDON AND SCANDINAVIAN DESTINATIONS, WHICH HAD BROUGHT SITUATION HERE BACK INTO BALANCE.

3. WHILE PROBLEM SEEMS TO BE LESS ACUTE FOR THE MOMENT AND BERNACCHIA'S REASSURANCES ABOUT CAPACITY DURING COMING MONTHS ARE WELCOME, WE THINK CONTINUED WATCHFULNESS ABOUT THIS MATTER IS IN ORDER, AND THAT A WORD WITH NEW YORK MANAGEMENT WOULD DO NO HARM. GEORGE

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Message Attributes

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Sent Date: 05-Aug-1977 12:00:00 am
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